



North Carolina District Review

April, 2006

U.S. Small Business Administration North Carolina District

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MOST ACTIVE LENDERS FY 2006 YTD

OCTOBER 1, 2005 THROUGH MARCH 31, 2006

LENDERS

	7(a)	504	Total	\$ Amount Millions
Large and National Banks				
1. Bank of America	207	0	207	\$5.2
2. Capital One Federal Savings	72	0	72	\$2.6
3. BB&T	38	7	45	\$8.3
4. Wachovia Bank	30	0	30	\$13.6
5. First Citizens Bank	7	14	21	\$9.3
Community Express Lenders*				
1. Innovative Bank	149	0	149	\$1.6
2. Business Loan Express	73	0	73	\$2.1
Community Banks				
1. Surrey Bank & Trust Company	24	1	25	\$4.6
2. The Fidelity Bank	5	3	8	\$3.3
3. Community South Bank	4	2	6	\$8.5
3. Bank of Stanly	4	2	6	\$2.0
Small Business Lending Companies				
1. Self-Help Credit Union	27	0	27	\$1.3
2. CIT Small Business Lending Corp.	22	0	22	\$13.5
Certified Development Companies				
1. Self-Help Ventures Fund		20	20	\$9.4
2. Centralina Dev. Corp.		15	15	\$11.5
3. Business Expansion Funding Corp.		14	14	\$3.5

*Only SBA CommunityExpress loans are tabulated in this category.

SBA NAMES 2006 NC SMALL BUSINESS PERSON OF THE YEAR

Sepideh "Sepi" Asefnia, President of SEPI Engineering Group, Inc. in Raleigh has been named the 2006 North Carolina Small Business Person of the Year. SEPI is a certified Women Business Enterprise that provides transportation engineering and planning services to private and public sector clients across the southeast. SEPI Engineering Group was established in 2001 with three employees. The company currently employs 48.

Born in Tehran, Iran, she was the youngest of three children. At the age of 15 Sepi's family was divided when her parents sent her, her brother and her sister to the United States to pursue their dreams and to attend college.

In 2003, she contacted the North Carolina Small Business & Technology Development Center (SBTDC) and took advantage of the SBTDC's counseling specialties. The firm received an extensive business plan review. Three counselors in the Procurement Technical Assistance Program (PTAC), provided guidance to help the firm obtain contracts with the U.S. General Services Administration, and other federal and state and procurement opportunities. In 2005, SEPI Engineering entered the SBA's 8(a) and Small Disadvantaged Business (SDB) Programs.

Most recently, Sepi has been approved for an SBA 504 loan to buy a building which will be renovated to house SEPI Engineering Group. The \$1 million loan package was made possible by Self-Help Ventures Fund and Cary-based Crescent State Bank.

SBA HONORS 2006 NC SMALL BUSINESS CHAMPIONS

SBA also celebrates individuals who have fulfilled a commitment to advancing small business opportunities. Champion awards are presented during ceremonies held around the state. Congratulations to all the winners.

SMALL BUSINESS JOURNALIST OF THE YEAR*
MINORITY SMALL BUSINESS CHAMPIONS
WOMEN IN BUSINESS CHAMPION*

Jerry Chautin
Michael & Ramona Woods
Sherré DeMao

Murphy
Greensboro
Denver

*Mr. Chautin also named SBA National and Southeast Regional Small Business Journalist of the Year

** Ms. DeMao also named SBA Southeast Regional Women in Business Champion of the Year

SBA's Southeast Region IV includes: Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, and Tennessee.

APRIL 9-15 2006 SMALL BUSINESS WEEK

President Bush and Governor Mike Easley have proclaimed April 9-15, 2006 as Small Business Week.

To view the proclamations:

White House

www.whitehouse.gov/news/releases/2006/03/

Governor's Office

www.governor.state.nc.us/News/Proclamations/

ON-SITE HELP AVAILABLE CALL US!

If your institution has decided to make a loan with the support of an SBA guarantee and you are unfamiliar with SBA forms or procedures, help is available. Contact your local SBA representative (see page 1) to arrange a one-on-one meeting at your bank to guide you through the application process.

SBA POLICY CHANGES AND CLARIFICATIONS

[Deed Restrictions Pertaining to Gas Stations \(SBA Notice 5000-987\)](#)

READ ABOUT THIS AND OTHER IMPORTANT SBA UPDATES AT WWW.SBA.GOV/BANKING

FY 2006 LENDER RANKINGS OCTOBER 1, 2005– MARCH 31, 2006

Lender	Total 7(a)	7(a) \$	504 Participation	504 Participation \$
Bank of America	207	\$ 5,175,600		
Innovative Bank	149	\$ 1,565,000		
Business Loan Center, LLC	77	\$ 5,658,500		
Capital One Federal	72	\$ 2,605,000		
BB&T	38	\$ 5,568,870	7	\$ 2,760,250
Wachovia	30	\$ 13,600,200		
Self-Help Credit Union	27	\$ 1,340,300		
Surrey Bank	24	\$ 2,412,400	1	\$ 2,225,000
CIT	22	\$ 13,452,600		
Bank of Granite	18	\$ 2,664,700		
SunTrust	16	\$ 1,145,900	1	\$ 387,500
Community West	13	\$ 3,418,400		
Banco Popular	11	\$ 7,077,700		
Comerica	8	\$ 3,416,300		
First Citizens	7	\$ 2,052,000	14	\$ 7,207,846
The Fidelity Bank	5	\$ 1,895,300	3	\$ 1,386,500
Bank of Stanly	4	\$ 567,000	2	\$ 1,414,500
Community South	4	\$ 3,522,000	2	\$ 4,978,000
Lehman Brothers	4	\$ 2,113,500		
UPS Capital	4	\$ 2,679,500		
New Century Bank	3	\$ 745,200		
PNC Bank	3	\$ 513,700		
Unity Bank	3	\$ 1,123,500	1	\$ 1,400,000
Wells Fargo	3	\$ 80,000		
Buckhead	2	\$ 1,424,900		
Cabarrus Bank	2	\$ 150,000	1	\$ 2,572,500
Carolina First Bank	2	\$ 1,163,000		
Crescent State Bank	2	\$ 750,000	1	\$ 1,250,000
First Carolina State Bank	2	\$ 1,912,700		
First Trust Bank	2	\$ 380,000	6	\$ 1,659,354
Haven Trust Bank	2	\$ 510,000		
RBC Centura	2	\$ 350,000	1	\$ 1,244,293
Stearns	2	\$ 403,400		
United Midwest	2	\$ 2,305,000		
Waccamaw	2	\$ 370,000		
American Community Bank	1	\$ 275,000		
Bank of Currituck	1	\$ 40,000		
Business Carolina	1	\$ 150,000		
Capital Bank	1	\$ 160,000	1	\$ 490,000
First Charter	1	\$ 125,000	1	\$ 422,500
First Community	1	\$ 495,000	1	\$ 648,850
First Gaston	1	\$ 150,000	1	\$ 191,000
First National Bank of Shelby	1	\$ 85,000		
First National Bank of the South	1	\$ 1,200,000		
First National Business Capital	1	\$ 1,725,000		
First Security Bank	1	\$ 176,000		
First Tennessee Bank	1	\$ 10,000		
FNB Financial Services	1	\$ 60,000		
Independence Bank	1	\$ 111,150		
Irwin Franchise Capital	1	\$ 330,000		
NCB Financial	1	\$ 550,000		
New Dominion Bank	1	\$ 180,000		
Sentry Bank & Trust	1	\$ 98,000		
Sound Banking	1	\$ 60,000		
Southern Community B&T	1	\$ 143,570	2	\$ 790,000
Temecula Valley Bank	1	\$ 1,164,300		
The Heritage Bank	1	\$ 395,500		

FY 2006 LENDER RANKINGS OCTOBER 1, 2005– MARCH 31, 2006

(CONTINUED)

United Heritage	1	\$	200,000		
Yadkin Valley Bank	1	\$	130,000	1	\$ 831,000
Asheville Savings Bank				2	\$ 2,885,000
Bank of the Carolinas				1	\$ 2,200,000
Catawba Valley Bank				1	\$ 149,865
First South Bank				1	\$ 700,000
First American Bank				1	\$ 257,500
GE Capital				4	\$ 5,220,497
Hometrust Bank				1	\$ 875,000
Lexington State Bank				1	\$ 297,000
Lumbee Guaranty				1	\$ 3,106,255
Mid Carolina				1	\$ 1,366,000
Provident Community Bank				1	\$ 271,000
Piedmont Bank				1	\$ 887,500
Security National				1	\$ 875,000
Regions Bank				1	\$ 787,500
Sterling Bank				1	\$ 945,000
United Community Bank				2	\$ 1,615,053
Zions Bank				3	\$ 2,944,000
				71	\$ 57,241,263
Total 7(a)	798	\$	102,125,690		
<u>Certified Development Corps.</u>					
Self-Help Ventures Fund	20	\$	9,433,000		
Centralina Dev.	15	\$	11,477,000		
BEFCO	14	\$	3,484,000		
Asheville Buncombe Dev.	6	\$	5,182,000		
Northwest Piedmont Dev.	6	\$	4,351,000		
Smoky Mountain Dev.	3	\$	2,576,000		
Neuse River Dev.	3	\$	3,922,000		
Wilmington Ind. Dev.	2	\$	1,528,000		
Region D. Dev.	1	\$	533,000		
Region E. Dev.	1	\$	126,000		
Total CDC Activity	71	\$	42,612,000		